

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Triangle Manufacturing Co. Inc

#### New Jersey Manufacturing Extension Program

#### Triangle Manufacturing Cuts Costs, Keeps Key Customer

##### Client Profile:

Triangle Manufacturing Co. Inc., of Upper Saddle River, New Jersey, is a contract manufacturer of precision component parts. Founded in 1955 by William Strohmeyer and two partners, the 90-employee company provides services including product development, manufacturing engineering and complete turnkey solutions for production manufacturers via materials management and production. Triangle Manufacturing is ISO 9001-2000 registered and has extensive experience in the medical manufacturing field, including the areas of orthopedic implants, surgical instrumentation, powered surgical hand pieces and diagnostic equipment. Current annual sales range from \$15 million to \$20 million.

##### Situation:

Triangle Manufacturing needed to cut production costs for a key customer in order to remain competitive. Triangle President Neal Strohmeyer turned to his longtime business associate, Richard Reale of Positive Impact Associates. Reale steered Strohmeyer to the New Jersey Manufacturing Extension Program (NJMEP), a NIST MEP network affiliate, where the assigned Field Agent and Reale helped prepare and oversee the implementation of the Triangle Manufacturing project.

##### Solution:

The association between NJMEP and Triangle involved the creation of Triangle's "V"-Cell, an area designed to optimize efficient production for the company's special client. Achieving this goal entailed completing a value stream analysis; procuring and/or relocating equipment; calculating batch sizes; establishing kanban; making and visually presenting key measurements; and appointing a "V"-Team. Company Team Leader Stan Janosz and five production team members participated in the 60-day project, which also incorporated a 5S three-day kaizen. Triangle Manufacturing and NJMEP are planning more joint cellular manufacturing and 5S events as part of the Upper Saddle River company's continuing commitment to Lean manufacturing.

##### Results:

- \* Reduced production costs by 30 percent.
- \* Retained sales and customers.
- \* Improved marketplace competitiveness.
- \* Ensured continued success with product line.

##### Testimonial:

"Once the team took ownership, things really started to take off. Developing a cohesive team was essential to fundamentally changing the way work was being done. Support overall has been excellent! It's been a pleasure to work with Rich Reale. He is very well received by everyone he has

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touched in the organization. The results of the project were extraordinary. When all was said and done, the customer was rewarded with a thirty percent price reduction, and our organization also benefited from an increase in business from that customer. Lean manufacturing remains a key strategic imperative for Triangle to ensure its survival and growth in Bergen County."

Neal Strohmeyer , President